





II.—The Salespeople.

By Frederic J. Haskin.

The salesman—meaning also the saleswoman—is more and more the deciding factor in the success or failure of a retail store. He is no longer a mere automaton who hands out goods and makes change, but is the real personality of the business. His calling is being hailed as the fourth profession; university courses in salesmanship are being established, and there is quite

seach can do in a day in the mexactly what his efficiency and the profits of the business permit.

Schools and colleges are aiding big employes. Public schools in training employes. Public schools in the control of the subject, and has obtained remarks of Wisconsin has a corresponding to the subject, and has obtained remarks of Wisconsin has a corresponding to the subject, and has obtained remarks a department store was advanced from a saiary of \$1.500 to \$2.500 when head complish the feat. If the control of the subject, and has obtained remarks a department store was advanced from a saiary of \$1.500 to \$2.500 when head complish the feat. If the control of the subject, and has obtained remarks the capital of Bolivia, but for all that it occupies a lotty position in the subject, and has obtained remarks a department store was advanced from a saiary of \$1.500 to \$2.500 when head complish the feat. If the control of the subject, and has obtained remarks a department and the control of the subject, and has obtained remarks a department and the control of the subject, and has obtained remarks of Wisconsin has a corresponding to the course of \$1.500 to \$2.500 when head complish the feat. If the control of the subject, and has obtained remarks a department to a control of the subject, and has obtained remarks and the capital of Bolivia, but for all that it occupies a lotty position in the control of the subject, and has obtained remarks a department to the control of the subject, and has obtained remarks a department to be given the control of the subject, and has obtained remarks a control of the subject, and has obtained remarks a control of the subject, and has obtained remarks a control of the subject, and has obtained remarks a control of the subject, and has obtained remarks a control of the subject, and has obtained remarks a control of the subject, and has obtained remarks a control of the subject and the control of th

latter figure. Salesmen in some degree of technical knowledge is required, such as those dealing in rugs, furnitures and silks, sometimes receive as much as \$25 or \$40 a week.

The wages of women in retail stores have been the subject of much controversy and in-Many Receive Less vestigation.

Than Living Wages. It is true many of them receive less than a living wage,

ploye is a discount of from 10 to 20 per cent upon goods, which he takes from the store for his own use or for those persons immediately dependent upon him. Perquisites take many other forms such as gifts, banquets, instruments for bands, books, educational courses wizes for suggestions.

A young woman in a car was wearing an old-time breastpin. It was a loopy bowknot of braided brown hair, and from its center hung an acorn of the hair tipped with age-worn gold.

The "hair jewelry" held a sentimental hypnotism for a spinstery woman who sat opposite. It made her lose sight of the fact that she was a passenger whize her way to Union station; that other passengers were packed ground, and that it was trying to snow outside.

She was seeing instead the brown-



ments were served.

cluding the reading of Christmas letters from missionaries in India, Japan and China, and the singing of Christmas letters from missionaries in India, Japan and China, and the singing of Christmas letters from missionaries in India, Japan and China, and the singing of Christmas letters from missionaries in India, Japan and China, and the singing of Christmas letters from missionaries in India, Japan and China, and the singing of Christmas letters from missionaries in India, Japan and China, and the singing of Christmas letters from Mrs. Church. One of the boys, Milo Atkinson, also played two plano solos. At the conclusion of the program restricts freshments were served by the host tesses.

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OUR FLAG CHAPTER, D. A. R.
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Our Flag Chapter, D. A. R., met Tuesday at the residence of Mrs. Scott F. Kittredge. The prizes were won by William E. Hudson, Mrs. and Mrs. Scott F. Kittredge, Capt. and Mrs. Fernyklin Enton, Mr. and Mrs. Percy C. Stevens, Mr. and Mrs. Percy C. Stevens, Mr. and Mrs. Comptendador, Mr. and Mrs. Comptendador, Mr. and Mrs. George Gates, Mr. and Mrs. George Gates, Mr. and Mrs. George Gates, Mr. and Mrs. George Smith and Mr. and Mrs. W. C. Babcock.

The Evcelsion Literature of the Randolph Club entertained their flushands Tuesday at the residence of Mrs. W. C. Babcock.

RANDOLPH CLUB.

The members of the Randolph Club entertained their flushands Tuesday at the residence of Mrs. W. C. Babcock.

The Mandolph Street, Petworth. Progressive games were played and both vocal and instrumental music rendered by Mrs. Scott F. Kittredge. The prizes were won by William E. Hudson, Mrs. And Mrs. C. Semith, Mr. and Mrs. D. Harper Sibbett, Mr. and Mrs. Ceorge Gates, Mr. and Mrs. George Gates, Mr. and Mrs. Clements, Mr. and Mrs. Clements

CONTINENTAL CHAPTER, D. A. R.
Continental Chapter, D. A. R. held Its December meeting at the residence of Mrs. A. S. Faber, 1475 Columbia froad. Mrs. B. A. Allen and Mrs. J. J. Harrover assisted the hostess. At the conclusion of the business session, at which the regent, Mrs. John Doyle Carmody, presided, the following program was given: Solos, by Mrs. Ed. Anderson, "Were I a Star," by Hawley, and a selection from Chaminade, accompanied by Mrs. John Kilne; solo, "If I Were King," by Armitage, followed by a character song, H. Stahham. The guests of honor were Mrs. Howard L. Hodging, by Armitage, followed by a character song, H. Stahham. The guests of honor were Mrs. Howard L. Hodging, "by Armitage, followed by a character song, H. Stahham. The guests of honor were Mrs. Howard L. Hodging, "by Armitage, followed by a character song, H. Stahham. The guests of honor were Mrs. Howard L. Hodging, "by Armitage, followed by a character song, H. Stahham. The guests of honor were Mrs. Howard L. Hodging, "by Armitage, followed by a character song, H. Stahham. The guests of honor were Mrs. Howard L. Hodging, "by Armitage, followed by a character song, H. Stahham. The guests of honor were Mrs. Howard L. Hodging, "by Armitage, followed by a character song, H. Stahham. The guests of honor were Mrs. Jason Waterman, Mrs. L. B. Stine and Mrs. Driscoll. Mrs. Re-tirekanty CLUB.

EXCELSIOR LITERARY CLUB.

The Excelsior Literary Club was entertained recently at the home of Mrs. Lydia Adams Williams as assisting by sets. Lydia Adams Williams as assisting hostess. The presided. Mrs. Henry Churchill Cook read' a paper descriptive of the cities of Japan. Mrs. Court F. Wood, Mrs. Pitcher and Mrs. Ellis Logan also spoke. Miss Cecil B. Norton sang, accompanied by Miss Helen Burkhart. G. G. Dawe made an address and Miss plane composition. Other visitors of the afternoon were Mrs. Lida Y. Swiggett, Mrs. Kavener, Mrs. Jason Waterman, Mrs. L. B. Stine and Mrs. Driscoll.

Millel France, Mrs. Jason Waterman, Mrs. L. B. Stine and Mrs. Driscoll.

M EXCELSIOR LITERARY CLUB.

sum necessary for the inclosing of one of the stones, making the gift in the name of the chapter. Mrs. Robert Harrison, historian, read a paper on the "Dress, Customs and Modes of Punishment 250 Years Ago." Mrs. Edmund S. Wolfe read a clipping from a Maryland newspaper describing the recent presentation of a United States flag to the Capitol Heights School by Sarah Franklin Chapter.

The chapter, by vote, directed the treasurer to procure a regent's bar to be presented to Mrs. Mulcare. Refreshments were served.

ANTHONY LEAGUE.

The Anthony League will meet Thursday evening at 2007 Columbia road. The public is invited. The suffrage committee will be in charge of the program.

G. H. THOMAS W. R. C. At the Christmas exercises of the Western Presbyterian Church Monday evening Mrs. Covley, patriotic instructor of George H. Thomas W. R. C., presented the Sunday school with a flag in the name of the corps. It was received with much enthusiasm and gratitude.

and gratitude.

The last meeting of the year of George H. Thomas W. R. C. was held December 19. The president, Mrs. Dora Hendrix, thanked the officers and corps for their support and presented the officers with a Christmas present. Joint installation of the post and corps and camp of Sons of Veterans will be held Friday.

The sewing circle met with the president, Mrs. Hendrix, on her birthday, the members presenting her with a vase. The hostess, assisted by several of her friends, served luncheon. and gratitude. The last me

OH, COPELAND MY HERO! MY HERO! YOU'VE SAVED PAPA'S LIFE! HOW

-By Webster.

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GERSIEP

At the pan-American mass this morning at St. Patrick's Church the Christmas music will be repeated by both choirs. The senior choir, of mixed voices, will again be supplemented by both organ and orchestra and will be directed by Miss Jennie Glennan, with Mrs. George Ross, formerly Miss Marguerite Allen, at the organ, and the sanctuary choir, of male voices, will be, as usual, conducted by R. Mills Silby, who will also preside at the organ. The mixed choir will sing Haydn's "Mass No. 1"; "Ad Regem," by Gounod, "Adeste Fidelis," by Novello; at the offertory, and after, the mass, "Holy Night," by Adam. The solos will be sustained by Mrs. Katherine Rogers, soprano; Miss Elise Davis, contralto; Arthur Green, tenor, and James Nolan, Arthur Green, tenor, and James Nolan,

bass. Social as well as musical circles were well represented at the Playhouse at the recital last week, by Paul Draper, with Mrs. George Eustis assisting at the piano. Mr. Draper was most acceptable in a group of French songs, among them "Au Bord de l'Eau," "Apres 'im Reve" "Les Roses d'Ispa-

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New York Life in High Society Me.

A. M. Wolcott read an original poem, will be furnished by the music committee, Mrs. John McMechan, chairman Bells; Troft R. S. Johnson mittee, Mrs. John McMechan, chairman Bells; Troft R. S. Johnson mittee, Mrs. John McMechan, chairman Bells; Troft R. S. Johnson mittee, Mrs. John McMechan, chairman being.

The state of the colored the by the music committee, Mrs. John McMechan, chairman being. The control of the colorest properties of the colored the properties of the color of the color

Miss Elizabeth Meininger.

Edgar Priest, organist and choirmaster of the Washington Cathedral, has been engaged as conductor of the Monday Morning Club during the absence of Mrs. A. M. Blair, who is in Europe. Mr. Priest has started rehearsals for the formula of the formula o

The choir of Ingram Congregational Church, under the direction of William H. Starnell, organist, will hold its monthly musical service this evening. The choir will be assisted by Miss Ruby Stanford, violinist; Mr. Hoke, cellist, and Mrs. Edith Marmion Brosius, harpist, and the program will include the anthem, "Awake, for Thy King Has Come," by the choir; solo, "Night of Nights," by Van De Water, Mrs. Walter Oliver; anthem, "Lead Us, O Fa-The sewing circle met with the president, Mrs. Hendrix, on her births of the president of the president

on the H. H. Freeman, will give a program this evening of choruses from the cantaits evening of the Kebler Memorial Church. Mrs. George Corbett, soprano, and Miss Mary Trusler, contralto and elocutionist, will be the assisting soloists.

E. Claude Babcock, violinist, was the assisting soloist at a students' recital Thursday evening Miss Helen Rogers Smith, soprano, gave an aria from "Il Traviata," and others contributing to the success of the occasion were Miss Alta Heap, Mrs. Lewis Grant Maybee, Miss Marjoric Ludlow, Miss May Lautenslager, Miss Anne Evans, Mrs. D. V. Welden, Miss Mildred Lawrence, Miss Ruth Evans, Miss More Evans, Mrs. D. V. Welden, Miss Midfred Lawrence, Miss Ruth Evans, Miss More Evans, Mrs. D. V. Welden, Miss Midfred Lawrence, Miss Ruth Evans, Miss Gloria Searles, Miss Florence Greenberg, Miss Helen Markham, Mrs. Maud White and Miss Elizabeth Meininger.

Edgar Priest, organist and choir-

Monday Morning Club during the absence of Mrs. A. M. Blair, who is in Europe. Mr. Priest has started rehearsals for the first musical, which will be a morning affair, January 24, with soloists, probably, from among members of the club.

Mrs. Helen MacLeod Clift, contralto, who was obliged to cancel her engagements because of severe illness, has recovered her health and expects to be able to resume her musical work in the near future.

Neck, Long Island.

At this morning's service the cholr of the Incarnation Church, under direction of Mrs. Henry White, will render "Sing, O Heavens," by Tours, as the opening anthem, following with Stainers Gommunion Service in F." Miss Edna Snyder, daughter of the rector, who is at home for the holidays after an extended visit in Chicago, will play the violin solo, "Andan.ino," by Padre Martini, for the offertory.

crecovered her health and expects to be aby to resume her musical work in the near future.

Mrs. Emily Frech Barnes entertained recently at a musical and literary evening at her residence. Readings, both grave and gay, were given by Misses Hilda Beetham and Blanche Levy, Mrs. William Goodman, Clarence Rubesam, Victor P. Hammer and Z. W. Scott. A choice program of arias and songs, mostly from the modern composers, was rendered by Miss Ruth Ayler, Miss Lula Usilton, Miss Estelle Havenner, Miss Gertrude Misel, Mrs. Turner, A. Cox, Miss Cecilia Brannon, Miss Dorothy Wright Terry, Miss Hattie Noel and Miss May K Little.

Miss Katharine McNeal, pianist, of this city, who has spent her winters for the past two seasons in New York city, is enjoying the Christmas holidays with her family at their apartment in the Parkwood.

The music at the First Congregational Church today, under the charge of Dr. William Stansfield, organist and choir director, will include, at the morning service, organ prelude, "Solemn Melody" (Davies); and at the evening service organ prelude, "Solemn Melody" (Davies); and them, "Send Out Thy Light" (Gounod), and at the evening service organ prelude, "Solemn Melody" (Davies); and them, "Solemn Melody" (Davies); and the evening service organ prelude, "Solemn Melody" (Davies); and the evening service organ prelude, "Solemn Melody" (Davies); and them, "Solemn Melody" (Davies); and "Comet organ organ and "Love Song," by Flegier, with Menny and offertory, unper the transfer



WORD! SPINELESS CHOLLY

He was an oldish man with more than his fair share of bones. And the bones were rheumatic.

Over one hand that had retired from active life daugled a hank of shoe strings. The often was extended into a bow. She was beautiful, as and unung with one with bold the kind of tead pencils that no one who uses pencils is foolish enough to hold the kind of tead pencils that no one who uses pencils is foolish enough to have promised Martha Ellen to be on the specific and a wreath or two, and you when you are in a gust of any when you are in a gust of any when you are in a gust of any time for finner and—you know how the point are round have promised Martha Ellen to be on time for finner and—you know how the point for finner and—you know how the point for finner and—hard the pole storped to hold the man might have been a lamp post, for all people storped to hold the man might have been a lamp post, for all people storped to hold the man might have been a lamp post, for all people storped to hold the man might have been a lamp post, for all people storped to hold the man might have been a lamp post, for all people storped to hold the man might have been a lamp post, for all people storped to hold the man might have been a lamp post, for all people storped to hold the man might have been a lamp post, for all people storped to hold the man might have been a lamp post, for all people storped to hold the man might have been a lamp post, for all people storped to hold the man might have been a lamp post, for all people storped to hold the man might have been a lamp post, for all people storped to hold the man might have been a lamp post, for all people storped to hold the was post, and the concussion of the man might have been a lamp post, for all people storped to hold the man might have been a lamp post, for all people storped to hold the man might have been a lamp post, for all people storped to hold the man might have been a lamp post, for all people storped to hold the post to hold the post to hold the post to hold the pos

Mrs. Hattie R. Harl gave a humorous reading, "The Boomerang Surprise Party": Prof. Edwards presented an original sketch, entitled "A Story of New York Life in High Society"; Mrs. J. M. Wolcott read an original poem, "Christmas Bells": Prof. B. S. Johnson gave a humorous original description of the eating of "a Christmas philopena" and Harry Selah concluded the literary part of the program with recitations in prose and verse, "from grave to gay, from lively to severe," in character: Martin Gittelman, pianist, played a Beethoven sonata, and with Master Gittelman, violinist, the "Bolera," by Bohn.

COPELAND TOWNSEND WANTED TO STOP A STREET CAP JUST IN TIME TO SAVE THE LIFE OF HIS GIRL'S FATHER WHOMHE HATED

WHAT WAS YOURS! (Copyright, 1916, by H. T. Webster.)